

Message Text

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15

ACTION NEA-16

INFO OCT-01 ISO-00 CAB-09 CIAE-00 COME-00 DODE-00 DOTE-00

EB-11 INR-10 NSAE-00 RSC-01 FAA-00 L-03 OMB-01 TRSE-00

AID-20 DRC-01 /073 W

----- 121080

R 220649Z MAY 74

FM AMEMBASSY ISLAMABAD

TO SECSTATE WASHDC 4844

INFO AMEMBASSY KABUL

AMCONSUL KARACHI

AMCONSUL LAHORE

AMEMBASSY NEW DELHI

LIMITED OFFICIAL USE ISLAMABAD 4923

E.O. 11652: N/A

TAGS: ETRN, IN, PK,SDF

SUBJ: COMMERCIAL FIRM SEEKS CARGO TRANSIT OF PAKISTAN

REFS: A) NEW DELHI 0321

B) ISLAMABAD 0337

C) ISLAMABAD 2092

D) NEW DELHI 6282

E) ISLAMABAD 4515

F) STATE 101566

G) NEW DELHI 6564

1. WE PLAN MAKE ANOTHER LOW KEY APPROACH TO GOP ON
THIS OVERFLIGHT MATTER BUT ARE NOT SANGUINE THAT EXCEPTION
WILL BE GRANTED.

2. WE WOULD LIKE TO RECALL THAT ORIGINAL NEW DELHI
MESSAGE (REF A) OF LAST JANUARY ASKED US TO AVOID APPEAR-
ANCE OF US REQUESTING EXCEPTION FOR THIS FIRM, IF PAKS
MIGHT READ AS A DIRECT US INTERVENTION IN INDO-PAKISTAN
AFFAIRS. THIS INDIAN FIRM ESCORTS TRACTORS WAS BIDDING
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ON AN IDA INTERNATIONAL TENDER TO SUPPLY TRACTORS TO AN

AFGHAN ENTITY. IN RESPONSE THAT TELEGRAM, WE TOOK
MATTER UP WITH MFA AND WERE SUBSEQUENTLY TOLD IN MARCH
THAT IT WAS DOUBTFUL GOP WOULD
PERMIT AIR OR LAND TRANSIT
OF THESE GOODS. ACCORDING TO REF A ESCORT WAS AWARE
LAST JANUARY OF GOP STANDARD REQUIREMENT THAT FOREIGN
NON-SCHEDULED FLIGHTS MAKE TECHNICAL LANDING STOPS AND
PAY REQUIRED FEES OF \$1,000 TO \$1,500 PER FLIGHT. WE
ASSUME THIS FEE CHARGE WAS CRANKED INTO ESCORTS FINANCIAL
CALCULATIONS WHEN IT BID FOR THIS IDA CONTRACT.

3. NOW ESCORTS HAS WON IDA TENDER AND WHEN ARIANA
REQUESTED GOP PERMISSION MAKE THESE CHARTERED FLIGHTS IT
WAS TOLD IT COULD NOW DO SO BUT WOULD HAVE TO MAKE STANDARD
TECHNICAL STOP AND PRESUMABLY PAY FEES. ESCORTS SEEKS
WAIVER OF REQUIREMENT WHICH IT KNEW ABOUT MONTHS AGO.

4. WE ARE NOT OPTIMISTIC GOP WILL MAKE EXCEPTION THIS
CASE FOR FOLLOWING REASONS. THIS IS AN INDIAN REGISTERED
FIRM NOT AN AMERICAN FIRM ALTHOUGH THERE IS FORD EQUITY
INVOLVED. LAST MARCH GOP TOLD US THAT TRANSIT OF ESCORTS
TRACTORS WOULD PROBABLY NOT BE APPROVED IF REQUESTED BUT
MORE RECENTLY GOP TOLD ARIANA THAT TRANSIT WOULD BE
APPROVED BUT WOULD BE SUBJECT TO STANDARD REQUIREMENT
OF TECHNICAL STOP. REVERSING ALREADY MADE GOP DECISION
LIKELY TO BE DIFFICULT. FURTHERMORE GOP EARNS REVENUE
FROM EACH TECHNICAL STOP AND GOP STANDS TO LOSE FOREIGN
EXCHANGE INCOME AMOUNTING TO \$40,000 TO \$90,000 FOR THESE
40 TO 60 OVERNIGHTS. LASTLY, GRANTING THESE OVERFLIGHTS
WILL SET PRECEDENT FOR GOP TO WAVE TECHNICAL STOP FOR
OTHER NON-SCHEDULED FLIGHTS. THESE ABOVE CONSIDERATIONS
ARE ASIDE FROM THE HIGHLY NEGATIVE EFFECT THE RECENT
INDIAN NUCLEAR EXPLOSION HAS MADE IN THIS COUNTRY.

4. NOTWITHSTANDING ABOVE, ECON COUNSELOR PLANS TAKE
UP MATTER ON LOW KEY BASIS WITH NAIM OF AMERICAS DESK
IN MFA WHO WAS INVOLVED IN EARLIER EXCHANGES OF LAST
JANUARY AND MARCH. AS WITH EARLIER INQUIRY GETTING REPLY
MAY TAKE SOME TIME SINCE SEVERAL GOP AGENCIES INVOLVED.
WE WILL INFORM YOU OF RESULTS.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: TRACTORS, AIRCRAFT OVERFLIGHTS
Control Number: n/a
Copy: SINGLE
Draft Date: 22 MAY 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GarlanWA
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974ISLAMA04923
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740127-0601
From: ISLAMABAD
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740528/aaaaayae.tel
Line Count: 108
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: A) NEW DELHI 0321
Review Action: RELEASED, APPROVED
Review Authority: GarlanWA
Review Comment: n/a
Review Content Flags:
Review Date: 13 AUG 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <13-Aug-2002 by worrelsw>; APPROVED <28 FEB 2003 by GarlanWA>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: COMMERCIAL FIRM SEEKS CARGO TRANSIT OF PAKISTAN
TAGS: ETRN, IN, PK
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005